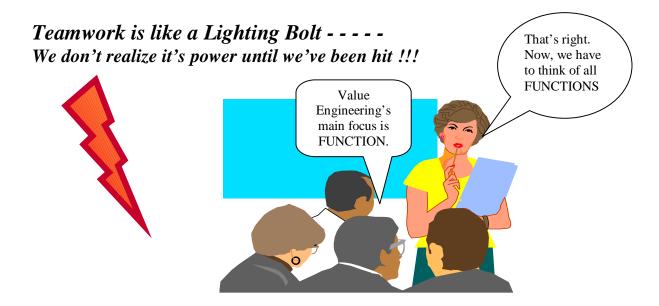
THE VALUE METHODOLOGY WORKSHOP



OVERVIEW

The Value Methodology is governed by a structured decision-making process to assess value. When unsatisfactory value is found, the following VM job plan is followed.

Pre-Event: Before VM analysis begins, a foundation of good human relations, team work and management support should exist to promote effective interaction and a focus on specifics.

Information: Decision quality can be no better than the information quality upon which it is based. Value methodologies improve the quality of information. All costs and value objectives are explored.

Function: Function best defines needs and creative solution opportunities. Function analysis is the heart of VM.

Speculation/Creativity: Maximizing the alternative solutions that accomplish the identified function.

Evaluation: Thorough analysis of each alternative by a variety of criteria is critical to selecting the best solution.

Development/Recommendation: The VM study's findings and recommendations for improvement are distinctly communicated, in an "outbrief" to decision makers having the authority for implementation.

Implementation: Rapid approval and implementation of the recommended alternatives, is sought, to promote realization of the maximum benefit available from the findings of the VM workshop.

♦ Real Problem-Solving Workshop